

THE TRANSPORTATION LINK



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Director of the
Office of Small and
Disadvantaged
Business Utilization

September is an important month as we prepare for the new fiscal year beginning October 1. As part of our preparation, OSDBU has been partnering with the DOT Operating Administrations to publish the *U.S. Department of Transportation Procurement Forecast FY 2003*.

September 15 - October 15 is nationally recognized as Hispanic Heritage Month. DOT values the contributions of the Hispanic-owned businesses that work in the transportation industry. We have included a selection of Hispanic Business Resources and highlighted a National Park Service Hispanic Heritage Month web site.

This month we are featuring Capital Consulting Corporation (CCC) as our success story. We congratulate them on their MedWeek award from the DOT National Highway Transportation Safety Administration (NHTSA) for their work in quality control and statistics.

Sourcing decisions and the Office of Management and the Budget (OMB) Circular A-76 are issues that are currently under review. The OMB Commercial Activities Panel final report is available on the GAO web site.

For many of us, September is also the month that we send our children back to school. We encourage you to review safety issues that are inherent with transportation and please, set a good example for your children by ensuring we all wear seat belts. It is important that we work together to *Buckle Up America!*

DOT's *FY2003 Procurement Forecast* Available October 1, 2002

The U. S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) is currently finalizing data for the *U.S. DOT Procurement Forecast FY 2003*.

The *Procurement Forecast* serves as an information tool for anticipated procurement opportunities provided by all of DOT's Operating Administrations including:

- Federal Aviation Administration (FAA)
- Federal Highway Administration (FHWA)
- Federal Motor Carrier Safety Administration (FMCSA)
- Federal Railroad Administration (FRA)
- Federal Transit Administration (FTA)
- Maritime Administration (MARAD)
- National Highway Transportation Safety Administration (NHTSA)
- Office of the Secretary (OST)
- Research and Special Programs Administration (RSPA)
- Saint Lawrence Seaway Development Corporation (SLSDC)
- Transportation Administration Service Center (TASC)
- Transportation Security Administration (TSA)
- U.S. Coast Guard (USCG)



Fiscal year 2003 begins October 1, 2002. The *Procurement Forecast* can effectively be used to research and pursue specific upcoming opportunities. It is also invaluable in helping you develop a ready reference of technical and/or contract procurement points of contact.

Information in the *Forecast* includes the Procurement Category (e.g., A&E services, commercial equipment, computers and peripherals, education services, repair services, etc.); the point of contact and associated phone numbers; a description of the actual procurement; the estimated dollar value; the estimated solicitation release date; and what type of acquisition strategy is expected (e.g., 8(a) competitive, 8(a) non-competitive, small business set-aside, HUBZone small business set-aside, sole source, full and open, or to be determined).

The *FY 2003 Procurement Forecast* will be made available on the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/forecast.html> on October 1, 2002 in a user-friendly, searchable format. A print copy will be available shortly thereafter and can be obtained by calling our toll-free line at (800) 532-1169. Be sure to take advantage of this valuable tool for marketing your businesses to the U.S. Department of Transportation!

OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

Sourcing Decisions and OMB Circular A-76

Deciding whether the public or the private sector would be the most appropriate provider of services the government needs is an important question. Rules set out in the Office of Management and Budget (OMB) Circular a-76 and its Supplemental Handbook pertain to these sourcing decisions.

The OMB Commercial Activities Panel issued a Final report entitled "Improving the Sourcing Decisions of the Government" on April 2002. You can access this report electronically on the OMB web site at <http://www.gao.gov/a76panel/dcap0201.pdf>

Celebrate Hispanic Heritage Month

The National Park Service has a very informative web site entitled *Celebrate Hispanic Heritage Month with the National Register of Historic Places – Paving the Way for Future Generations* located at <http://www.cr.nps.gov/NR/feature/hispanic/index.htm>

This site highlights various publications, properties listed in the National Register, and National Parks that deal directly with the ingenuity, creativity, cultural, and political experiences of Hispanic Americans.

During Hispanic Heritage Month we hope you will have the opportunity to explore the rich culture of Hispanic Americans.



Hispanic Business Resources

The OSDBU has a comprehensive Related Links section on the web site located at <http://osdbuweb.dot.gov/about/related.html>.

Included in the "Other Small Business-Related Organizations" section is a listing of Hispanic Business Resources including the following:

Congressional Hispanic Caucus

<http://www.house.gov/reyes/CHC/>

Hispanic Association of Colleges and Universities (HACU)

<http://www.hacu.net>

Hispanic American Business Association

<http://www.habanf.com/>

Latin America's Professional Network

<http://www.LatPro.com/>

LatinExpo/Latinoamerican en internet

<http://www.latinexpo.com>

U.S. Hispanic Chamber of Commerce

<http://www.usbcc.com>

Please feel free to contact us at <http://osdbuweb.dot.gov/about/feedback.html> to suggest any other web sites that you think would be a useful addition.

U.S. Department of Transportation (DOT) offers Electronic Notification about Regulatory Activities

DOT has offered an easier way for individuals to follow U.S. Transportation regulatory activities through electronic notification. The President's Management Council selected the U.S. Department of Transportation (DOT) to lead their Online Rulemaking Initiative. This will make it easier for the public to participate in the rulemaking process, thereby establishing a foundation for electronic democracy as envisioned by the Bush Administration.

This process takes the burden of looking for new regulatory activities off the citizen and enables them to better inform themselves regarding DOT rulemakings and adjudicatory proceedings. Anyone wishing to use the new service may sign up for it by going to <http://dms.dot.gov/> and selecting "List Serve". For more information visit <http://www.dot.gov/affairs/dot06902.htm>.

Capital Consulting Corporation

Joseph Zambrano formed Capital Consulting Corporation (CCC) in 1986 after gaining extensive experience working for the federal government and in the private sector. This veteran of the Marine Corps started his government career in 1960 working twelve years for the Department of the Army in the Civilian Personnel Program. While working at the Pentagon, he was offered a position as the Director of Personnel for the U.S. Commission on Civil Rights. He explains, "That was too good an opportunity to pass up," so he transferred to the Civil Rights Commission and held that position for twelve years.

With the Commission in danger of losing its funding, Joe decided to take an early retirement and left his government career at age forty-eight. From there he started working for the Federal Savings and Loan Insurance Corporation (FSLIC) in its receivership capacity. He worked for five years in a program to take over failed S&Ls.

In 1986, with his experience in the federal government and in the private sector, Mr. Zambrano thought that he could make a go of it starting his own business, so he started Capital Consulting Corporation (CCC). It was tough going at first, but things started to

believed in being a generalist, rather than a specialist. He wanted to get into as many areas as he could....as long as he could handle it. Aided by his HR background, CCC pursued and won work providing support to military Family



Secretary Mineta, Joseph Zambrano and Herman Simms

Service Centers, where they provided professional social workers to give counseling to military personnel regarding housing, transfers, personal finances, and any other problems that military personnel were experiencing.

Next CCC started to work on conference planning for the government, arranging hotels, working with the staff, etc. Shortly thereafter, they got into accounting work, financial systems, and some information technology (IT) work.

In 2001, Capital Consulting was

reliability of the analysis files in an extremely timely manner to meet the needs of the research environment."

When asked what has led to the success of his company, Mr. Zambrano says, "I am smart enough to know what I don't know. And in those areas I go out and get good people." Mr. Zambrano believes strongly in hiring good people and treating them well. "Then they will work well for you." Mr. Zambrano also believes in giving full responsibility to the project manager. This philosophy seems to work, because his company has had a low turnover rate.

Capital Consulting became certified as an 8(a) firm in 1990 and they graduated from the program in 1999. Mr. Zambrano thinks the 8(a) program is a great vehicle that gives firms an opportunity to get your foot in the door and then prove yourself.

At the height of business he employed about 150 people, but currently he employs about 50 people. In the first year or two the company had revenues of approximately \$200,000. Then in the mid-nineties they had revenues of approximately \$13 million. Now they have leveled off at approximately \$6-7 million per year.

Mr. Zambrano states it is a little tougher now that they are that they are out of the 8(a) program, but they are holding their own at this level and they are still providing high quality services for their customers. The current business strategy of CCC is to get more state work and to market large companies for subcontracting opportunities while CCC continues to market their niche areas.



Capital Consulting Corporation

fall in place with CCC's first government procurement with the DOT National Highway Transportation Safety Administration (NHTSA) Hotline. His job was to provide the Hotline with stuffed envelopes for mailing. Joe not only stuffed the envelopes (in his garage), but also delivered them himself. From this start CCC was later awarded a contract to staff and operate the NHTSA Hotline office. Joe is very proud of the work that his staff did during this contract. Many of his initial hires are still on the job.

Mr. Zambrano has always

awarded the Minority Business Enterprise Award from NHTSA as part of the DOT Minority Enterprise Development (MedWeek) awards. They were recognized for their work for the Research and Development Office in NHTSA. CCC's major responsibilities were in the area of quality control and statistical support for the database housed in the National Center for Statistics and Analysis (NCSA). NHTSA reported that "CCC staff recommendations and actions have ensured the quality and statistical

For more information on Capital Consulting Corporation (CCC), you can call them at (703) 876-0405, e-mail them at jzambrano@va.capconcorp.com, or view their web site at www.CapConCorp.com

CALENDAR OF EVENTS FOR September/October 2002

Business Women's Network (BWN) Women and Diversity Leadership Summit & Gala

The Business Women's Network (BWN) will hold their 8th Annual Women and Diversity Leadership Summit & Gala from October 23rd – October 24th at the Omni Shoreham Hotel located in Washington, DC.

The event consists of the following:

- The Leadership Summit - an event saluting women's leadership.
- The Diversity Gala - an event that honors CEOs, presidents, and senior leaders.
- Global Day - an event that brings together U.S. and International businesswomen to share their business needs and resources and network for real contacts and real deals.

The Leadership Summit & Gala is an excellent way to network and learn more about growing your business during this challenging economic time. For more information, or to register on-line, visit <https://www.bwni.com/2002summitgala/>.

DATE	EVENT	CONTACT
Sept. 19-22	US Hispanic Leadership Institute 20th Annual Conference, Chicago, IL	Lisa Gamboa 312-427-8683 mgamboa@ushli.com http://www.ushli.com
Sept. 23-25	American Public Transportation Association (APTA) Annual Meeting and Expo Las Vegas, NV	Pam Boswell 202-496-4803 pboswell@apta.com http://www.apta.com
Sept. 24-27	20th Annual National Minority Enterprise Development (MED) Week Conference Washington, DC	Francis Addo 877-633-9335 faddo@terrastrategic.com http://www.medweek.gov
Sept. 26	Small Business Computer Security Workshops	http://csrc.nist.gov/securebiz/
Oct. 7	Federal Contracting Opportunities for Disabled Veteran Businesses North Highlands, CA	916-334-9388 http://www.theftc.org/THEFTC/Small_Biz_Services/FTC_Bus_FRAMESET2.htm
Oct. 16-19	23rd Annual USHCC National Convention U.S Hispanic Chamber of Commerce Los Angeles, CA.	202-842-3221 http://www.ushcc.com
Oct. 23-24	Business Womens Network Leadership Summit and Gala	https://www.bwni.com/2002summitgala
Oct. 28-31	National SBIR Conference Burlington, VT.	Stacey Welchel 360-683-5742 sbir@dbamlg.com http://www.sbirworld.com

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